



091 3/6 430
3625
9-1

1/9

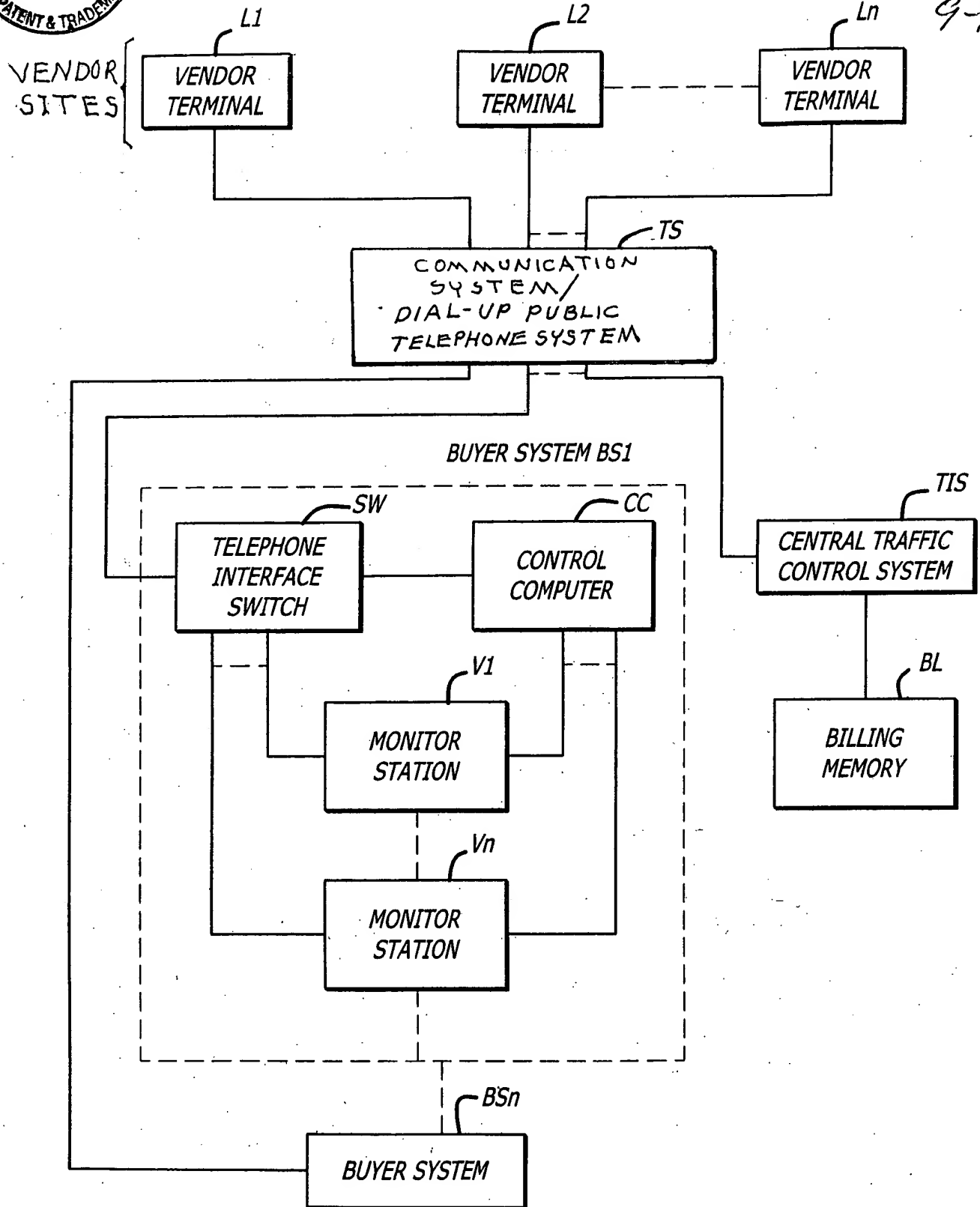
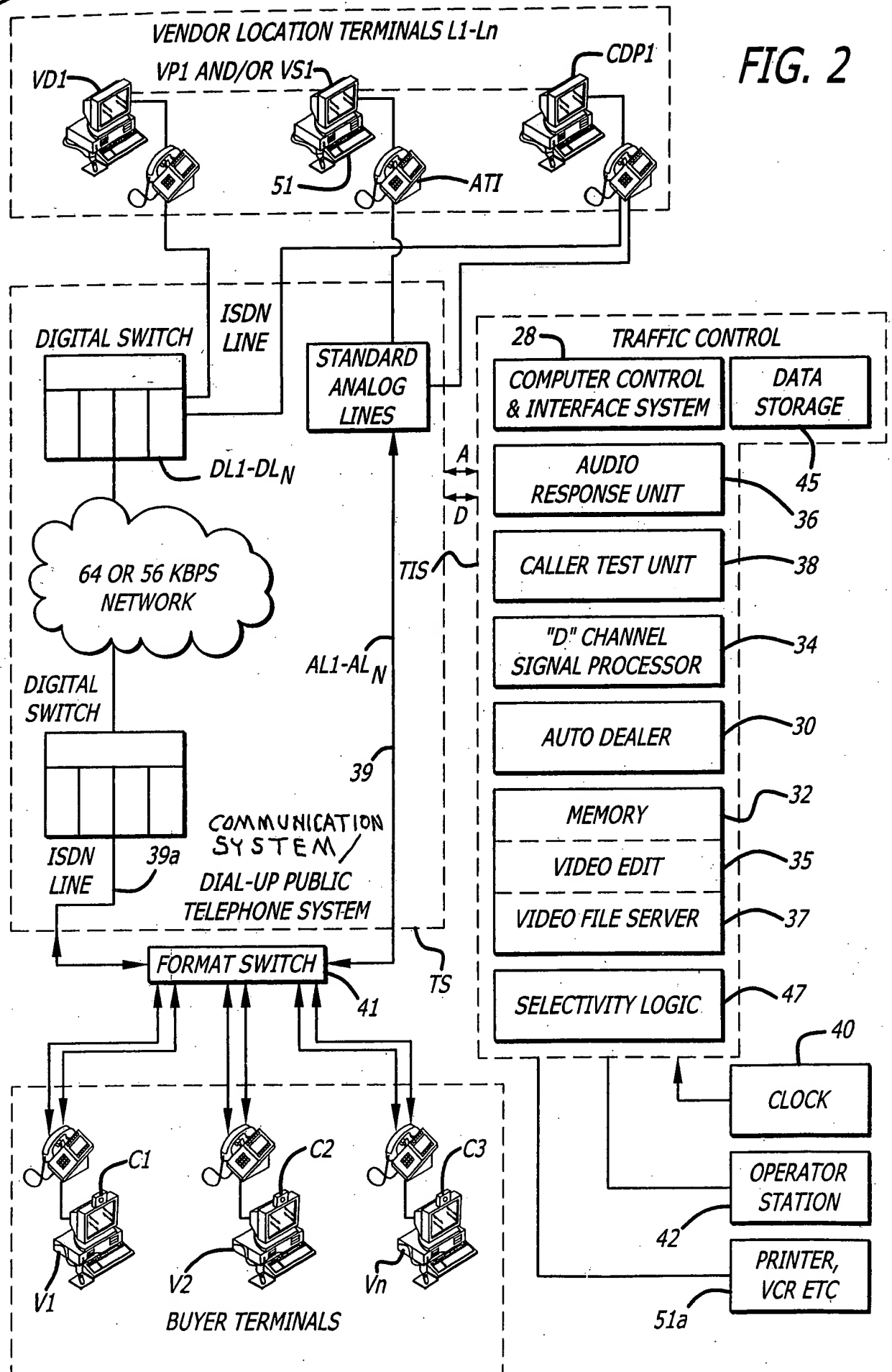


FIG. 1

FIG. 2



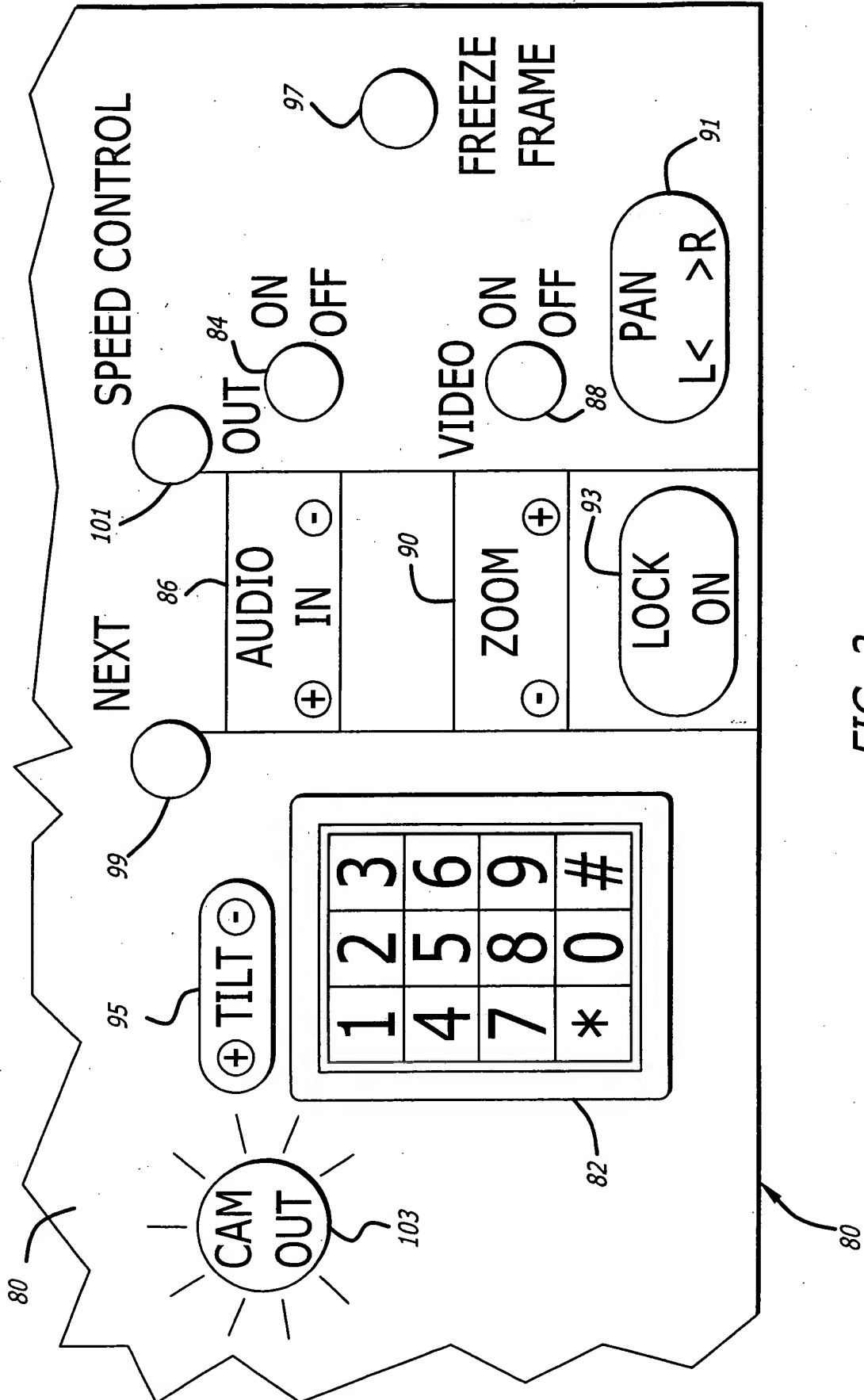


FIG. 3

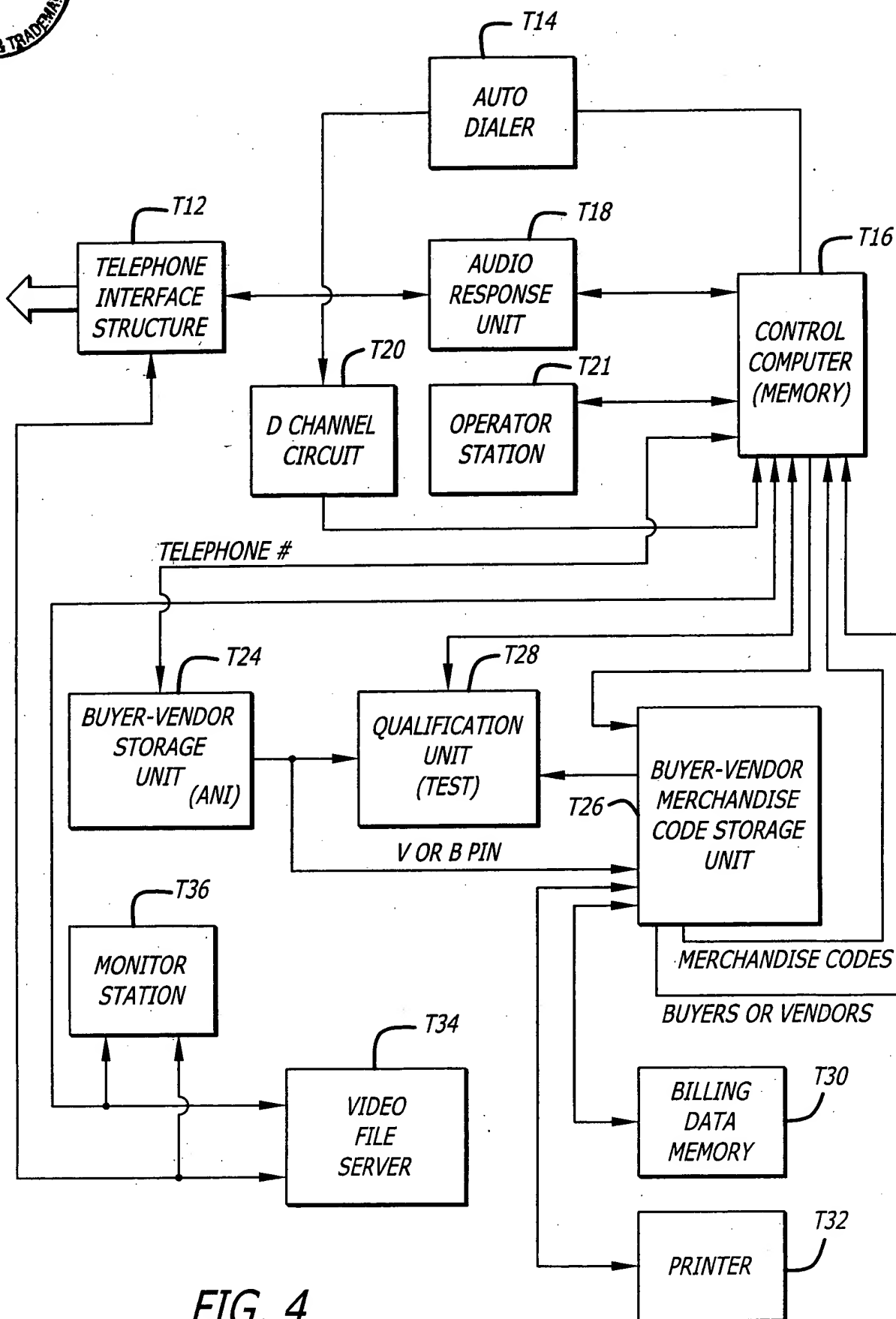


FIG. 4

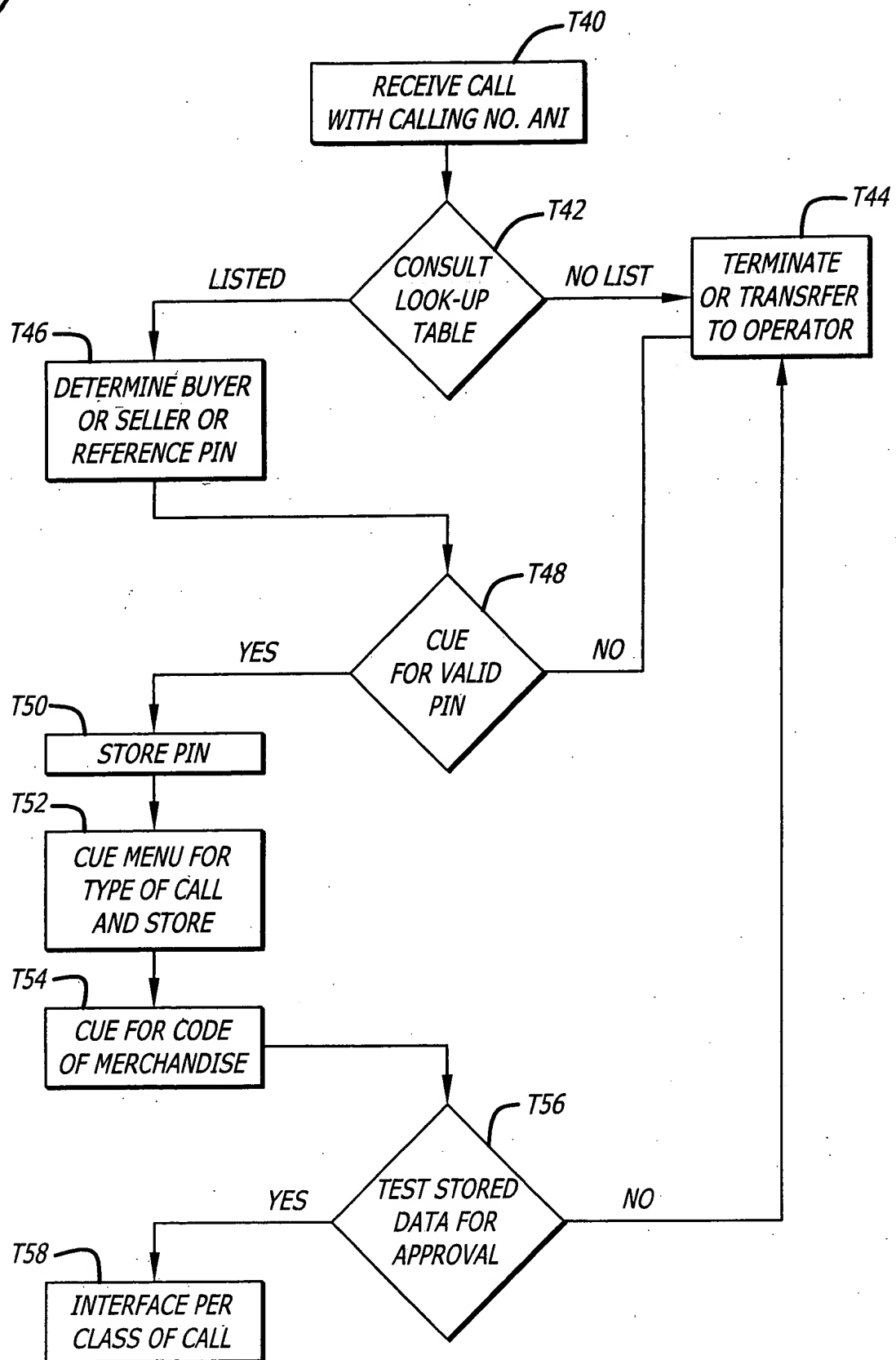
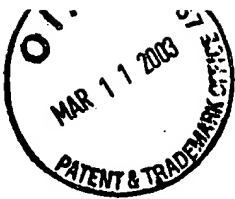


FIG. 5



70

VENDOR CELL

<i>TELEPHONE NO. & ADDRESS</i>	<i>PIN VENDOR NO.</i>	<i>TELEPHONE NO.</i>	<i>VIDEO FORMAT</i>	<i>RATING</i>	<i>PRIORITY</i>
	<i>PERSONS</i>	<i>NAME</i>	<i>COMPANY NAME</i>	<i>OTHERS IN CONFERENCE</i>	<i>LAST PURCHASE DATA</i>
	<i>CROSS REFERENCE NO. TO OTHER BUYER LOCATIONS</i>			<i>BUYERS AVAILABLE</i>	<i>TIME LIMIT</i>
	<i>CALL BILLING DATA D1 DATE - TIME - FORMAT NO. -</i>		<i>CALL BILLING DATA D2</i>	<i>USE RATE</i>	
<i>MERCHANDISE CODES</i>					

FIG. 6

BUYER CELL

<i>FIFO TIME ADDRESS</i>	<i>BUYER NO.</i>	<i>APPOINTMENT SCHEDULE</i>
	<i>- (DAY - MONTH - YEAR - PERIOD #) - (DMYTF)</i>	
	<i>- (DMYTP) -</i>	<i>AVAILABILITY SCHEDULE</i>
	<i>MERCHANDISE CODES</i>	

FIG. 7



7/9

EXEMPLARY BUYER REQUEST FORM

DATE 12-7-93 TIME 8:45 AM PST BUYER CO. FOOD 4 LESS SPECIFIC BUYER LARRY ISHI

VIDEO UNIT 714 668 5335 YOUR REFERENCE # 5127 MERCHANDISE CODE 42361

GENERAL CATEGORY BASIC HEALTH AND BEAUTY AIDS SPECIAL CATEGORY SHAMPOO & CONDITIONERS

SUBMIT PRESENTATIONS

REQUEST SPECIFICS

CONDITIONING SHAMPOO FOR THE U.S. MARKET

PAPAYA BASED

12 OZ. BOTTLE

UNDER \$2.00 NET COST

MUST BE AVAILABLE DELIVERED TO FULLERTON, CA. BY 12-18-93, 8:00 AM PST

MINIMUM 10,000 UNITS

DATE/TIME OFFERS REQUIRED BY 12-7-93, 3:00 PM (PST)

FIG. 8

EXEMPLARY NOTIFICATION RECEIPT

YOUR #5127 RECEIVED, ASSIGNED TELEBUYER #681296
DISTRIBUTED TO 736 VENDERS

FIG. 9

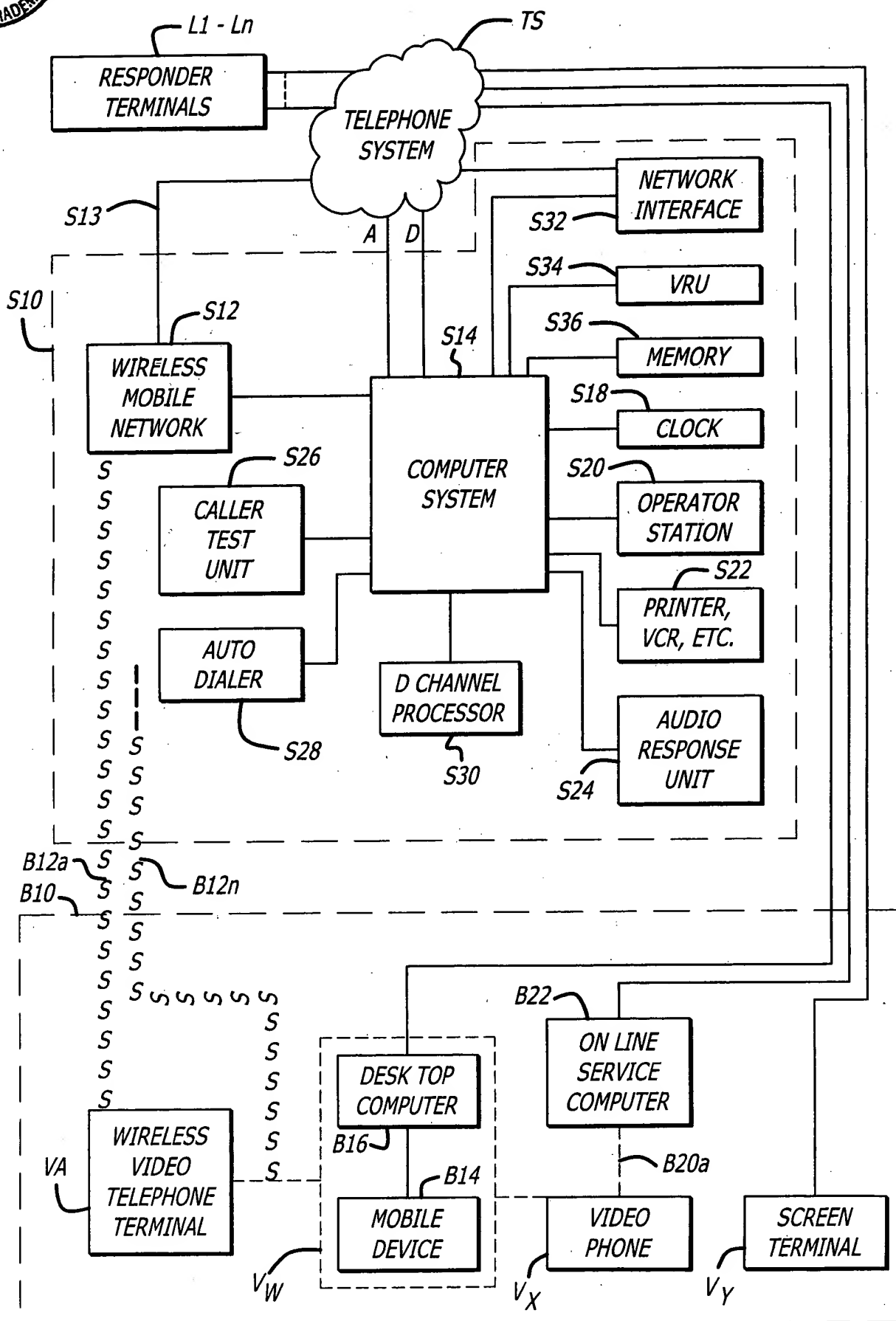


FIG. 10

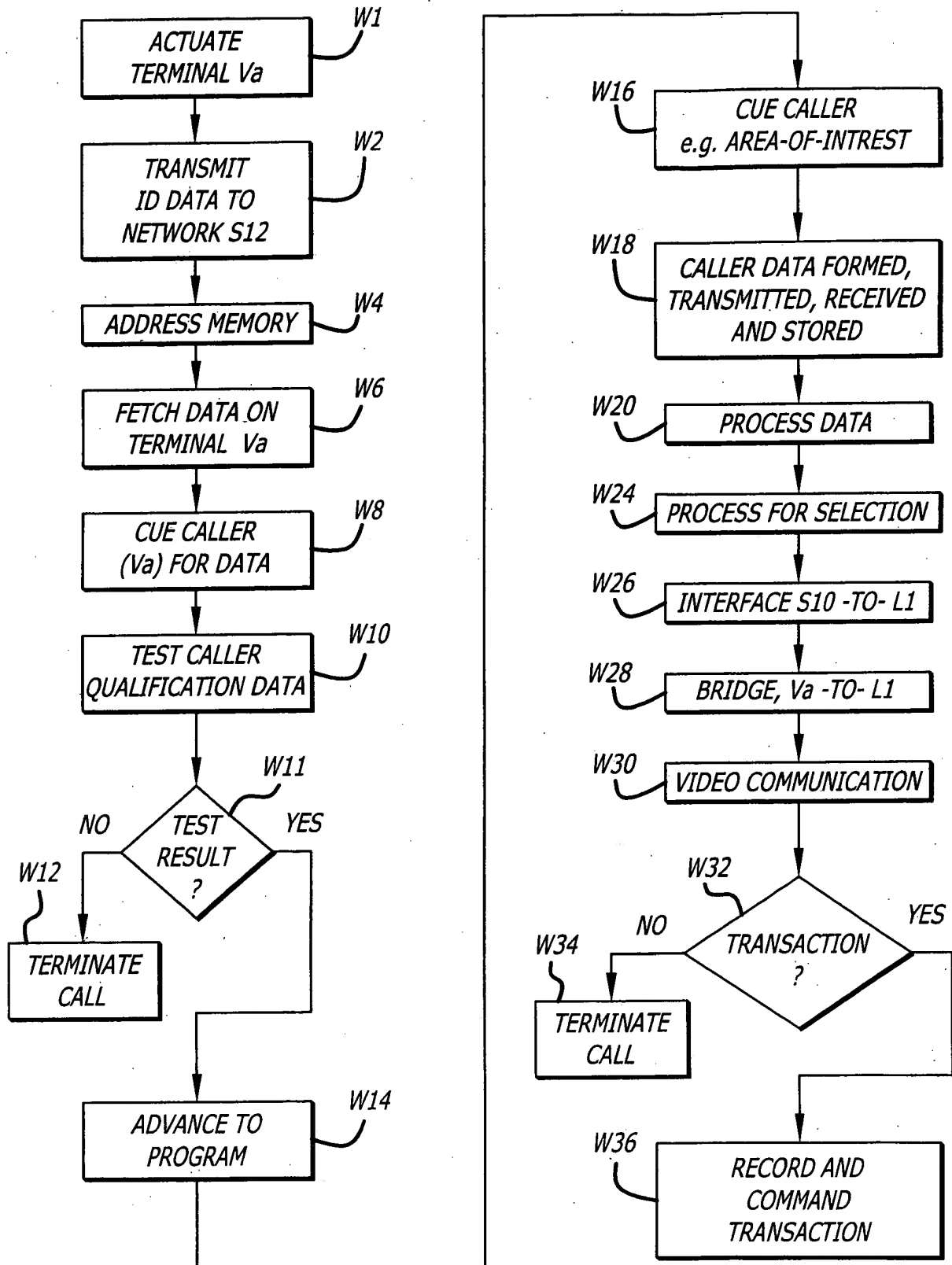


FIG. 11